

## Look at your money

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The government has made only minor changes to the design of its currency since the existing bills were put in circulation in 1929. Beginning with the \$100 note in 1996, however, the U.S. Treasury is issuing currency with new and enhanced security features. The schedule for introduction of additional newly designed denominations is one a year; the \$50 is to come in 1997. There will be no recall or devaluation of any U.S. currency—as old notes reach the Federal Reserve, they will be replaced by the redesigned currency. See the diagram on this page to learn about security features of the new \$100 bill.

### How to spot a phony bill

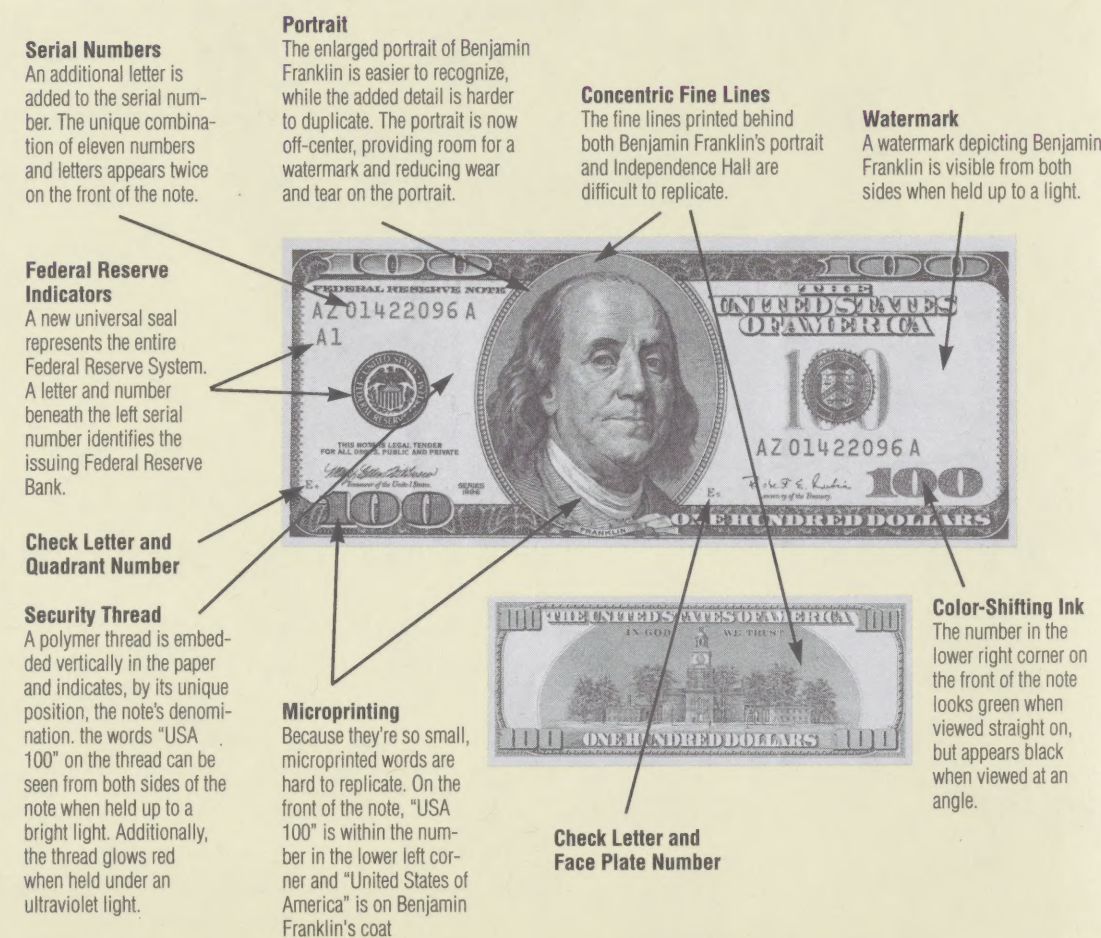
Most Mercantile Banks have money-counting machines that are designed to reject counterfeit bills.

Across the system, Mercantile tellers and commercial cashiers are adept at spotting false currency. For Royer, the most noticeable feature is the texture of the paper, which in authentic money is a 100% cotton rag. She listed additional qualities to watch for in determining the authenticity of a bill:

- If you look closely at the paper, you'll see tiny red and blue fibers.
- U.S. currency has outstanding clarity and detail. Check the small sawtooth points that make up the

outermost edge of the circular Federal Reserve and Treasury seals, the scrollwork, crosshatching and outer margins of the bill.

- The numbers and letters on genuine bills are sharp and clear, and have a unique style, with even spacing.



## New claims management system makes it easier for injured employees to get back to work

This is the second in a two-part series of articles about changes in the Insurance and Risk Management department. In the previous article, Insight looked at the steps the department is taking to create a safer work environment and help prevent injuries. This article discusses how the department has changed its claim procedures to help already-injured employees return to work quicker and in better health.

Jeanine Thole-Wilson has a very simple philosophy. She believes employees want to be healthy, and they want to work.

As the new claims manager in Mercantile's Insurance and Risk Management department, Thole-Wilson helps employees who have been injured on the job do just that.

"My job is that of an employee advocate," explains Thole-Wilson. "When employees are hurt on the job, I'm here to see that they don't get lost in the system."

Thole-Wilson maintains a database which tracks every injured employee's status. It's her job to make sure employees get the health services they need in a timely manner. She is also responsible for keeping the lines of communication open between injured workers and their supervisors, doctors, insurers, nurse case manager and all the other parties involved in helping them get better.

"Sometimes, for instance, employees return to work initially on a 'restricted duty' basis," says Thole-Wilson. "That transition period can be particularly stressful. I work with and educate both our employees and their supervisors on how best to accommodate any restrictions."

This new "worker's advocate" position is one of several important changes Mercantile is making in the way it manages worker injury claims, according to Jerry Postlewait, manager of Insurance and Risk Management.

"Historically, Mercantile focused on ways to minimize the premiums it paid for workers' compensation insurance," says Postlewait.

"But the bank had no mechanisms in place to help employees once they were injured, or even to track the substantial amounts it was paying in claims. We were basically overlooking research that shows that one of the best ways to speed the healing process is to return a person to work."

Research also indicates that the longer injured workers remain away from the work place, the less chance they have of ever returning.

"By taking a more proactive role in managing worker injuries, we found we could help employees

get better faster, while also achieving substantial cost savings," explains Thole-Wilson.

### The tele-claim process

Insurance and Risk Management's second step was to streamline the process injured employees must go through to make a claim.

"Historically, employees were

required to notify their supervisor of their injuries. The supervisor notified our department, we notified the insurance broker, who notified the insurance carrier," says Postlewait. "In the meantime, the employee was often left wondering where or how to seek proper care."

Mercantile's new Tele-Claim system changes all that. Now,

### Workers' Compensation Tele-Claim system

1-800-327-3636



the injured employee's supervisor reports their claims directly to the corporation's insurance carrier using an 800 number.

"If you sustain an on-the-job injury, your supervisor calls 1-800-327-3636 to report the incident directly to ITT-Hartford," says Thole-Wilson. "The adjuster begins work on the claim immediately. The insurance company then notifies me so that, assuming the claim meets certain criteria, I can load it into our database."

### Preferred Provider access

ITT-Hartford's service package to Mercantile also includes membership in a PPO which will manage the care of virtually all employees sustaining injuries.

"Previously, only our employees in St. Louis had access to a PPO—

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## Money makes history at the Mercantile Money Museum

Eric P. Newman is recognized internationally as an authority on numismatics—the collection of coins, paper money, books and memorabilia related to money. His desire to share the knowledge and history of numismatics resulted in a donation of a large portion of his extensive collection to be displayed to the public. That's how the **Mercantile Money Museum** was founded.

Located at the corporate headquarters in the Mercantile Tower in St. Louis, the

Mercantile Money Museum opened to the public in 1981. It has no gift shop, and, ironically, no means of revenue. The museum is a cooperative undertaking between Mercantile Bank and the Eric P. Newman Numismatic Education Society.

Tom Serfass, curator, answers with enthusiasm any questions about the collection or current exhibits presented by the museum's 18 to 20 thousand visitors per year. "It is my role to help students and tour

groups understand and enjoy the historical value of the pieces in the collection," he said.

Serfass is assisted by two audiovisual mannequins—one of Benjamin Franklin and the other a counterfeiter, who greet visitors at the museum's entrance. Franklin expounds on money matters and the world scene, peppering his remarks with his many witticisms. The counterfeiter, in prison garb, ruefully explains his predicament and the penalties for counterfeiting.

The oldest coin in the collection is dated 1486, and the newest addition will be the newly designed \$100 bill. And there is everything in between. "The majority of the pieces represent the economic and social experiences of the United States, and the world," said Serfass. "They depict history."

**Tim Serfass invites all employees to visit the Mercantile Money Museum when in St. Louis**

For example, Serfass points out the spring-loaded coin purses used by Victorian ladies who objected to coins jingling in a pocket or purse. Or the 1865 and 1875 series \$20 which features the baptism of Pocahontas. And did you know that not only George, but Martha Washington, has had her portrait on paper money?

The collection also includes such items as the money shovel used by the Chinese and Japanese to count money; the first cash register, circa 1880, known as the "Pub Till" from London, England, as well as a wide selection of colorful paper money from other countries.

The collection of numismatic literature is housed in a room that resembles an old Victorian library. This room is available to students and scholars by appointment.

A scheduled tour is not necessary, but available if you call ahead of time. Hours are 9 a.m. to 4 p.m. daily, including Saturdays, Sundays and holidays. For group visits and inquiries, call 314-421-1819.

## Mercantile Bank and The Legend Group to offer tax-deferred retirement plans

Mississippi Valley Advisors Inc. (MVA), a wholly owned subsidiary of Mercantile, and The Legend Group have entered into a strategic alliance to offer retirement savings plans to employees of universities, public schools, hospitals and other non-profit organizations.

The Legend Group is a nationally recognized leader in the design, installation, administration and distribution of Tax Sheltered Account (TSA) retirement programs. Mercantile and The Legend Group will offer Mercantile's proprietary mutual fund family, The ARCH Funds, through a tax-deferred retirement savings plan known as a 403(b) Tax Sheltered Account. A 403(b) plan is the public-sector version of the popular 401(k) plan offered by corporations.

"Our alliance with The Legend Group provides us with the opportunity to expand the market for our investment products," said W. Randolph Adams, chairman and CEO, Mercantile Trust. "We are very proud to have such an association with this successful organization, which has 30 years experience in developing and distributing products for the TSA market." The Legend Group will begin marketing The ARCH Funds to participants of 403(b) retirement plans in Missouri and Kansas. Once these programs are in place, Mercantile and The Legend Group will extend the alliance to Iowa, Arkansas and Illinois markets.

"This alliance will help The Arch Funds continue to grow in size, which is good news for the current participants. Continued growth will make the Funds

more viable than they are today," said Tim Engelbrecht, MVA.

If you know of a school, hospital or other non-profit organization that might be interested in this product, contact Tim Engelbrecht at 314-425-2692.

Mercantile and MVA introduced The ARCH Family of Mutual Funds in 1982 with a single money market portfolio and \$90 million in assets. Today, the Fund's 11 portfolios are valued in excess of \$2.3 billion.

Investment products are not insured by the FDIC or any other governmental agency, are not deposits or obligations, or endorsed or guaranteed by any bank, the distributor or any of its affiliates. Investment products involve investment risks, including the possible loss of the principal amount invested.

For additional information regarding The ARCH Funds, including a prospectus, which contains details regarding charges and expenses, please call 1-800-452-ARCH. The prospectus should be read carefully before investing or sending money. The ARCH Funds are distributed by BISYS Fund Services.





# MERCANTILE MONEY MUSEUM

*Visitors cash in on money mania at this St. Louis museum*

By Carol Enright

**D**id you ever wonder why a quarter is two "bits" and why "eighths" are used on the New York Stock Exchange?

Until 1857, Americans used foreign coins—mostly Spanish and Mexican dollars. To make change, they sometimes cut the dollars into four or eight pieces. You may not find this information in a history book. But once you see the "bits" exhibit at the Mercantile Money Museum in downtown St. Louis, the term "making change" will take on a whole new meaning.

The Mercantile Money Museum is just the place to help you discover the history treasure chest hidden within the coins and currency used by your ancestors—and by people from many countries around the world.

When you enter the museum, a familiar face on a larger-than-life mannequin of Ben Franklin is encountered. At the push of a button, the wise old revolutionary comes to life, reminding us that he was more than an author and a statesman. He was a major influence in the development of money in the American colonies.

## Franklin Made Money

Perhaps Franklin's greatest contribution to the art of money-making was his ingenuity at foiling the counterfeiter. Some early paper money was hand-engraved—and often copied. Franklin perfected a method using a leaf to make an impression to make a casting that was used to print money. The delicate veins of the leaf made it nearly impossible for engravers to copy the prints by hand.

After checking out Franklin's nature prints, wander over to the counterfeit money exhibit—where you test your skill at telling the fakes from the genuine articles.

Nearby a talking mannequin of a

convicted counterfeiter in a "jailbird" suit describes how early counterfeiters were branded with a "C"—and their ears cropped.

If you're interested in funny money, the museum has an errors display featuring a dollar with a missing seal, the first U.S. paper money printed with a different denomination on each side, and more.

Exhibits also show how African Americans, American Indians and women made their mark on money. A woman's signature has been on all U.S. paper money since the first woman treasurer was appointed in 1949. In 1899, a U.S. \$5 silver certificate featured a portrait of Sioux Chief Running Antelope. And Blanche K. Bruce, the first African-American senator from Louisiana after the Civil War, was register of the treasury and signed national bank notes from 1881 to 1885.

## Money Facts and Trivia

Today, a \$3 bill is about as worthless as the paper it's printed on. But at the museum, you see authentic \$3 bills, commonly used before the Civil War.

The "Dollar Bills of the World" exhibit shows samples of money from Australia to Zimbabwe—and virtually everything in between. There's even a Disney dollar embellished with Mickey Mouse's smiling face.

In addition to its visual treasures, the Mercantile Money Museum offers a gold mine of tantalizing trivia.

For instance, did you know that...

**\$** The first use of the word dollar as a monetary paper money unit was on the 1767 issue of Maryland paper money. Before that, the early colonists used pounds, shillings, and pence as their monetary units on paper money.



**\$** Banks and people in the U.S. during the 19th century checked the weight of U.S. gold coins and reduced their face value to reflect the extent of wear.

**\$** The world "greenback" originates from the first federal money that was printed with green backs to thwart counterfeiters—because green ink wouldn't reproduce on a photograph.

## Visit Worth the Money

The collection of coins and currency from 1720 up to Susan B. Anthony dollars—and from all over the world—is impressive in its scope and its diversity. But more than that, each coin and each paper bill tells a story of human history, and gives us a look into the lives of the people who used that money.

So, the next time you visit the gateway to the West, be sure to step into the past with a quick tour of the Mercantile Money Museum. Located at 7th and Washington streets, the museum is open daily 9 a.m. to 4 p.m.; closed holidays. Before you leave, stop by the penny press where, for only a cent, you can make your own souvenir. After all, a penny's not worth much these days...or is it?

Oh, yes—the museum's free. ■



# New museum depicts the rich history of currency

Continued from page 1B

currency during the American Revolution. So effective was this sabotage that the 1777 issue of U.S. paper money was recalled. Some of the counterfeit money, however, was made better than the U.S. money, Newman said.

Later, from the complete collapse of the Revolutionary War currency, came the expression "not worth a continental."

A special display case holds the dies used to strike an original coin commemorating the 125th anniversary of Mercantile, observed in 1980, and the opening of the museum.

"We believe the Mercantile Money Museum will be a welcome addition to the many downtown attractions," said

Donald E. Lasater, Mercantile's chairman and chief executive officer. "It is our hope that schools and organized groups will make maximum use of this facility.

**"WHEN MR. NEWMAN** and I are gone, the museum will still be here for all to enjoy."

Displays in the museum will be changed from time to time, Newman said.

Newman, 69, started collecting coins when he was 10 years old. He soon discovered that delving into the background of money was more interesting than just accumulating old coins and currency.

His quest for rare coins has taken him all over the world and through

thousands of pages of early newspapers. He has even helped Scotland Yard solve a counterfeiting case.

For his contributions to numismatics — the study or collection of currency — he has received many awards, including the Archer M. Huntington Award from the American Numismatic Society for "three decades of achievement" and the Farran Zerbe Award and 12 Heath Literary awards from the American Numismatic Association. He has authored several books on the subject.

**BY PROFESSION, NEWMAN**, a graduate of the Massachusetts Institute of Technology and the Washington University Law School, is executive

vice president and secretary of Edison Brothers Stores Inc. His wife, Evelyn Edison Newman, is a 1959 Globe-Democrat Woman of Achievement.

The museum will be open from 9 a.m. to 4 p.m. Monday through Friday, except holidays. Admission is free, and group tours may be arranged by calling 425-2050.

On Saturday night, about 400 civic, business and education leaders will attend a private preview showing of the museum.

Newman declined to discuss the value of his collection.

"We have some modest as well as very valuable coins here," Newman said. "But the emphasis of this display is on scholarship and history and development of our nation's currency."

7/25

Smile -

You always make the  
Paper.

Why don't you ever  
make the "National  
Enquirer" or the "Star"?  
ha ha

Nina



## On Tour

# It won't cost you a dime to visit Mercantile's Money Museum

By SUSAN SHERMAN FADEM  
Globe-Democrat Staff Writer

The "Dime Polka" probably didn't make the Hit Parade of 1852. But Mercantile Money Museum, which boasts sheet music of the polka and the equally forgettable "Dollars" ditty of 1856, is proving to be a winner with visitors.

One of only a handful of money museums across the country, the 2½-year-old public attraction has a guest book with entries from both domestic and foreign browsers and numismatists (as more serious collectors are known).

But even for those whose monetary fascination extends no further than hoarding enough green stuff for tomorrow's lunch, the Mercantile site packs its share of surprises.

To enter, visitors needn't spare a dime. Admission is free. Landscaping is leafy heaven for all who've wished currency grew on trees — thrift and silver dollar plants and money trees, otherwise known as sprouts, bushes and prickly cacti-greet visitors at the entrance.

Presiding is amply-built Ben Franklin. Just press a button, which activates a projector overhead, and a real-live face is superimposed on the mannequin's blank visage. Bespectacled Ben raises his brows, flutters his eyes and intones: "Greetings, dear countrymen."

Perhaps best remembered by schoolboys as the only man in history to fly a wet kite while "inventing lightning," Franklin admits he also played an important role in the development of money.

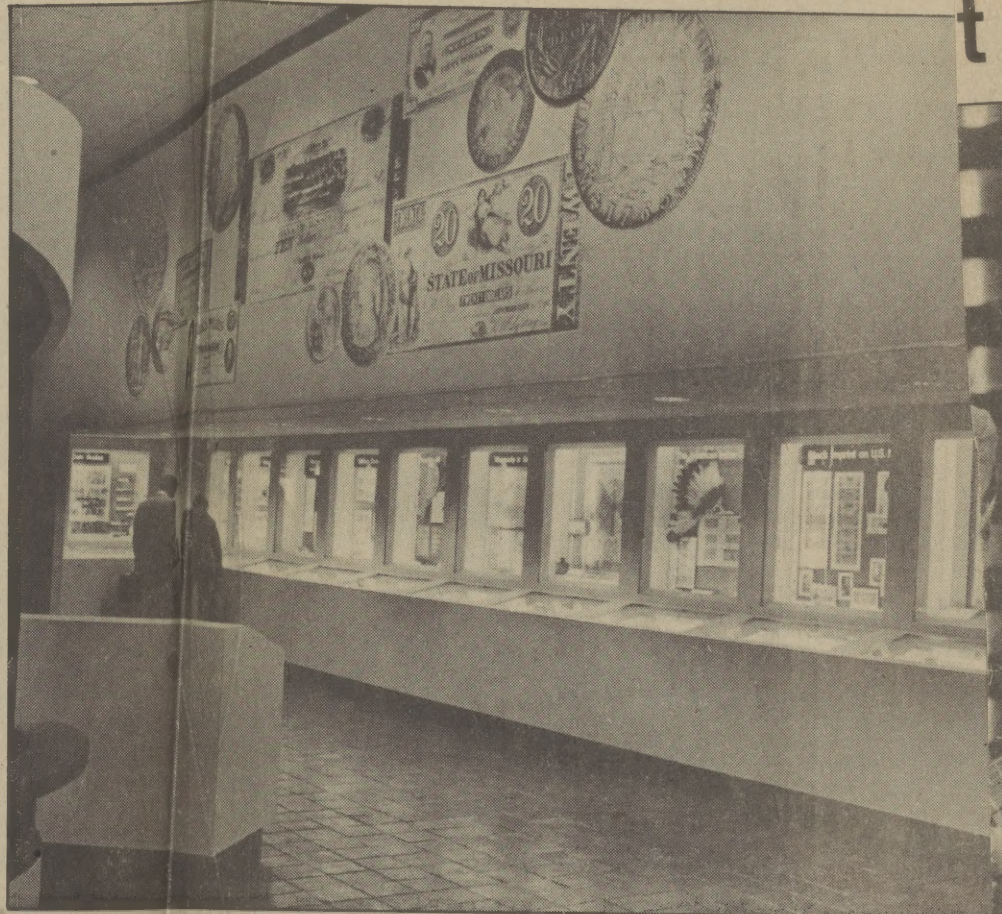
**BETWEEN 1731 AND 1764**, the partnership of Franklin and Hall printed all of Pennsylvania's colonial paper money. Ben liked the 2½ million bills he printed so well, he says, he even inscribed his own name on them as printer.

Moreover, the statesman and philosopher pioneered a series of anti-counterfeiting techniques, including the transfer to paper of complex leaf patterns occurring in nature. The intent was to stymie counterfeiters, who were sometimes put to death. Several of Franklin's original bills are part of the museum's collection.

So is a life-sized, talking jailbird mannequin, who presumably passed one counterfeit note too many.

The museum was established by Mercantile Trust Co. in cooperation with the Eric P. Newman Numismatic Education Society. Displays feature part of Newman's extensive collection of coins, currency and money-related memorabilia.

An internationally-known money expert and collector, Newman started saving coins when he was 10. Soon, he developed an equal fascination with the



Museum has extensive collection of coins and currency.

background of money.

**TODAY THE** native St. Louisan is executive vice president and secretary of Edison Brothers Stores Inc. His interest in money as a prime reflector of history, art and culture is readily apparent in the museum. Among highlights are:

- "Phony as a \$3 bill." Between the Revolutionary and Civil wars, \$3 bills weren't phony at all, as one exhibit points out. They were "customary and convenient" denominations for exchange.

- Women and money. Long before 1979, when a likeness of pioneer suffragist Susan B. Anthony appeared on coin-sized dollars, women were pictured on currency. Since 1793, a female has symbolically

Martha Washington graced a \$1 silver certificate representing Liberty. In 1886, former first

- The Indian on Indian head nickels is actually a composite of three faces. Reportedly, the nose and forehead belonged to a Chief John Big Tree. Newman met him. They were photographed together some years ago. The snapshot is on display.

- Counterfeiting is nothing new. You can banish that. Some trace it to 700 B.C., when Lydian Croesus introduced coins.

A highlight, too, for serious collectors, is the museum's library. Among its fact-packed entries often 72-year-old Newman himself, who sometimes spends his lunch hours studying and fielding questions.

## Mercantile Money Museum

Mercantile Trust Co.  
Podium Level, Mercantile Tower  
Seventh Street and Washington Avenue  
425-2050

► **Hours:** 9 a.m. to 4 p.m., Monday through Friday, except legal holidays.

► **Admission:** Free.

► **Reservations:** Not necessary for individuals. Groups should call in advance.

► **Tours:** Whenever possible, currency expert and museum designer Eric P. Newman leads groups.

► **Handicapped facilities:** Designated parking spaces. Elevators.

► **Parking:** Garage attached to Mercantile Tower. Nearby lots.



# Entertainment

## Mercantile Money Museum is hidden treasure

By JIM KULP

Telegraph Correspondent

Walk into the Mercantile Money Museum in downtown St. Louis, press a button and Ben Franklin will come to life.

The audiovisual mannequin of old Ben, probably one of history's favorite figures, is life-size and holds a kite. He expounds on money matters and other issues of his day. Three cameras animate his face as he talks, as they do another mannequin, this one a counterfeiter in prison stripes who laments his life of crime.

The mannequins are among the more interesting features of the museum, located in the Mercantile Tower at 7th and Washington. Just go in the door, take the escalator one floor up and turn to the right.

The museum is a cooperative venture of the bank and the Eric P. Newman Numismatic Education Society. Newman, 77, is retired from the Edison Brothers Stores in St. Louis. He maintains a home in Alton, in the old Mather Pfeifferberger house on Bluff Street.

The museum collection consists of Newman's collection of coins and bills over 68 years. He began collecting when he was given a cent by his grandfather.

Newman acknowledges that the museum is one of this area's hidden attractions.

"We're low key," he says. "We're just getting around to advertising."

He'll give lessons on the history of money to visitors, especially if they bring school children. The museum is open only during banking hours 9 a.m.-4 p.m. Monday-Friday except for legal holidays.

Besides the animated figures and the displays, children can put a penny in a machine and it

will come out rolled into an oval shape with a picture of Franklin and the museum's name engraved on it.

Here are some of the things visitors will learn about money in the museum:

■ Since the early days of the nation, females participated in the checking of coin weight. The U.S. Mint in Philadelphia hired two women in 1795 to weigh gold planchets (coin blanks). They adjusted the weight by filing off excess metal. They were paid 50 cents a day.

■ During the Civil War 70 women were hired to print, count and cut paper money at an annual salary of \$600. That as one half to one-third paid to males.

■ In 1881, the U.S. Treasury hired Sophia E. Spinner, a free native black woman, as a charwoman. When she retrieved \$200,000 in paper money that was mistakenly discarded, she was promoted to messenger and served until she died in 1900.

■ A display on inflation shows that in Germany in 1914 4.2 marks was worth \$1. In November 1923 4.2 marks was worth \$1 trillion.

■ Black slaves were featured at work in many vignettes on U.S. paper money. They were shown picking cotton, herding cattle, working in the fields and levees.

■ After the colonists adopted the Indian's "wampum" as their medium of exchange, the American Indian became a popular feature on currency and coins.

■ Errors occurred in printing money. There are samples of signatures and seals printed upside down, backward printing of the dollar sign and offcenter striking of coins. One bill was printed \$50 on one side and \$100



Above, Eric P. Newman stands in the Mercantile Money Museum, which he founded. Right, a bank note from 1865, on display at the museum.

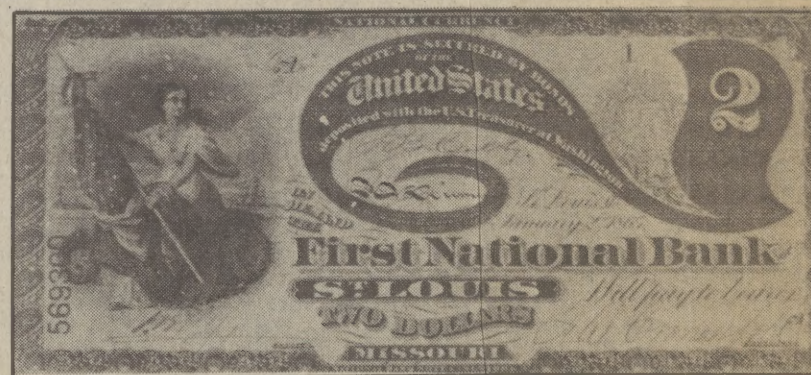
on the other.

■ The North, to help beat the South in the Civil War, made false dies for Confederate money. In World War II, the Nazis made phony English money with concentration camp inmates.

■ There really was a \$3 bill. It was commonly used until the Civil War, beginning in 1775 when the Continental Congress

issued a \$3 bill to finance the Revolution. They also were issued by the Colonial states.

■ There is a display of early coin changers and counters. One, called Garrett's Bijou Automotive Gold Coin Changer, was used in England in the late 19th century at amusement parks and resorts. Customers put a gold coin in a slot and out



came a cupful of change.

■ Some states issued odd

demoninations of money: \$3½, \$9, 12 cents and \$1.25.



SUNDAY  
The Getaway

News-Democrat/Brad Kellerman

The Mercantile Money Museum features this prison stripe-clad mannequin of an early counterfeiter

By MICHELLE MEEHAN  
Sunday Magazine

**S**T. LOUIS — The red-headed curator of the Mercantile Money Museum lovingly surveyed his domain. When it comes to dollars, this man has sense. He shares his knowledge with anyone who'll listen.

"I've been here for about 18 months," said moola expert Tom Serfass, 30, who holds degrees in both history and economics. "I found out about the job through the grapevine."

To coin a phrase, he fit the bill.

"I get to do most of the stuff I like to do," Tom explained. "It's a pretty excellent job."

That stuff includes leading tours through the museum, sharing its history and the history of money.



Tom Serfass

On a recent Tuesday morning, Tom began his entertaining spiel.

"This is all part of the Eric P. Newman collection," he said, walking through the large, one-room museum. "He was an attorney and a coin collector."

Newman's fascination with money began 70 years ago.

"He started collecting when he was 10. His grandfather gave him a penny from the 19th century. Later on, he went to buy a coin and the dealer refused to sell it to him until he learned something about it."

Although most people handle money several times each day, few take the time to examine it.

"Did you ever wonder why bills are green?" Tom asked, pausing at a glass display case. "Well, photography was the emerging technology during the 19th century — so people were making counterfeits with (cameras.)"

"It turned out, green was a color they

# Money Talks\$

## *Museum traces history of cash*

couldn't reproduce."

Although other countries use more colorful currency, our uniform green bills serve a purpose.

"All of our money is the same color and the same size," Tom explained. "That way, you have to look at it. The early counterfeits weren't very good."

But throughout history counterfeiting has been a problem. At one point, Benjamin Franklin designed bills with leaf imprints because the veins were so hard to copy.

Today, samples of "leaf bills," along with just about every other form of currency imaginable, fill the museum's cases. Located on the second floor of Mercantile Tower in St. Louis, the museum allows visitors free reign or the opportunity to take tours.

"When they first come in, a lot of people are like, 'Money? Who cares. I just want to spend it.'"

By the time they leave, their cash takes on new meaning.

From coin scales to primitive cash registers, the coin museum graphically traces the history of money.

In one exhibit, the problem of 18th- and 19th-century "coin clipping" is addressed.

"Unscrupulous people would do unscrupulous things to money," Tom explained. "Sometimes, they'd hollow out \$20 gold pieces and put lead in the middle."

Using lightweight scales, people could determine the weight, diameter and thickness of coins. "Have you ever been curious why quarters and dimes have a ridged edge?" Tom asked. "People knew someone had messed with them if the ridges were changed."

Another exhibit, "The Preparation of Money," depicts how coins and bills are made. The display shows how coins are

punched from sheets of metal, edged in an upsetting mill and imprinted in a coin press.

"At one time, each bank issued its own money," Tom said. "Every bank had its own design."

Everything from Indians to steam engines was depicted on the face of dollar bills. Various companies would hire out to design the bills. A salesman's sample sheet, complete with dozens of designs, is on display in the museum.

"Banks could decide what face amounts, too," Tom said. "Three dollar bills were real common."

They, too, are on display in the museum — as are money counters and changers, the predecessors to the cash register.

"Here's some good trivia about money," Tom said, passing another display. "Women have held positions in the U.S. Treasury since 1795. And the director of the mint has been a woman since 1961."

During the Civil War, women were hired to cut and count paper money.

"Admittedly, the reason they hired women in the beginning was because they worked cheaper and they were more dexterous than men."

Other interesting money tidbits include facts about the value of the dollar.

"Like a thousand years ago, the Chinese warlords issued paper money," Tom said. "They said, 'If you don't take my money, I'll cut your head off.' That kept the value of the dollar up pretty well."

In 1690, the first paper money in the colonies was issued to pay for the Indian wars. Since paper was scarce, people made change by tearing pieces off their bills.

"Then they'd use pins or they'd sew them back together. You can see some examples here. It got pretty rough."

Other museum highlights include a talking Ben Franklin mannequin discussing the history of money and a counterfeiter mannequin bragging about his craft.

"We don't have a lot of TV technology," Tom said. "It's more hands on. The purpose is to illustrate money through history and let people take a look at it. It's very interesting if you take the time."

### Money museum at a glance

**Getting there:** The Money Museum is located in the Mercantile Tower at Seventh and Washington streets in St. Louis. Take Memorial Drive off the Poplar Street Bridge to Market Street. Go left on Market Street and right on Seventh Street.

**Hours:** The museum is open 9 a.m. till 4 p.m. Monday through Friday. Admission is free.

**Research:** There is a split-level Victorian-style library and study area for those who want to engage in serious research. It is filled with numismatic journals and books. For more information about the museum or to schedule a tour, call (314) 421-1819.



# Talk About MONEY...

Or Everything You Ever Wanted To Know About Money,  
Except How To Get It And How To Keep It



The bills above once were identical. The \$1 bill is genuine, but the \$20 bill is an altered version of the \$1 bill. A counterfeiter has removed all ones from the face of the bill and substituted twenties. The pictures remain the same, however.

By Karen  
K. Marshall

Photos: Ken Winn

**T**he best things in life may be free, but rich or poor, someone once said, it's nice to have money. It's money that talks, money that makes the world go 'round. But how much do you really know about money — other than the fact that most of us never seem to think we have enough of it?

Did you know, for example, that the Chinese were the first to use paper money? Did you know that counterfeiters date back 2,000 years? Or that Croesus, the Lydian king, introduced coins as money?

Did you know that, in colonial America, counterfeiters often were branded with a "C" on their foreheads? Or that "wampum," the Indian word for money, actually translates into "shell beads?"

Did you know that lumps of salt were used as money to pay Roman soldiers, and that the practice led to the saying that someone is "not worth his salt?" It also gave us the word "salary."

Mark Twain once said: "Where I was brought up, we never talked about money because there was never enough to furnish a topic of conversation." Well, read on and you'll be able to talk about money, even if the only thing in your pocket is this.

The following information came from a variety of sources, but primarily from Eric P. Newman, who has been collecting rare money and information about it for 62 years. His collection of coin, currency, memorabilia and resource material is the basis for the Mercantile Money Museum, located on the podium level of the Mercantile Tower, 7th and Washington, in downtown St. Louis.

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Counterfeiters have been operating in this country almost ever since the Pilgrims put ashore. Some get caught on their first try, while others become masters at their trade. Abel Buel, the hero of Kenneth

Robert's book "Oliver Wiswell," was a famous counterfeiter who not only eventually was caught, but was branded with a "C" and had an ear cropped to warn people of his profession.

Charles Ulrich was one of the finest counterfeiters of U.S. engraved paper money ever. Eric Newman describes him as "absolutely a master engraver." He was caught in 1867.

While women often help pass the bogus money, most of the actual counterfeiters have been men. Just the same, one can't overlook Freeloze Lippincott, a notorious leader of a counterfeiting gang in Colonial times.



Eric P. Newman spends many lunch hours in the library of the Mercantile Money Museum in downtown St. Louis. Newman's collection of coin, currency, memorabilia and resource material is the basis for the museum.

Counterfeiters have used a variety of methods over the years. Today, they mostly work from phony offset plates in printing new bills, but in the last century it was very common to alter genuine bills. Sometimes, the alteration changed the name and place of the bank that issued the bill — from a bank that had gone under to one still thriving. Sometimes, a lower denomination was changed to a higher one.

Today, those are called "raised notes." They usually are \$1 bills with the counters on the corners removed and replaced with the ends of a \$20 bill.

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Bogus bills most commonly are passed for real in dark places (bars and discos), at race tracks (where lots of money changes hands quickly) and in places such as supermarkets and drugstores, where clerks may be too busy to notice.

Whichever establishment ends up with the phony bill takes the loss, be it a bank or a bar. It is part of the bank teller's job to detect bad currency. Bankers say some tellers have a knack for detecting bad money, but generally all will notice most of the bogus bills because they "feel" different, as well as "look" different.

What are some of the telltale signs of a counterfeit bill?

✓ The portraits usually are bad. The features aren't well-defined and the eyes look dead.

✓ If only the corners are changed, even the back of the bill will be wrong. A \$1 bill is the only one

How much do you know about money — other than how to spend it? Try your hand at this little quiz to test your dollars and cents sense.

1. Within four years, when did the United States change from the pounds, shillings and pence of the various colonies to U.S. dollars and cents?

2. What was odd about 1804 silver dollars?

3. What is the origin of the dollar sign (\$)?

4. Who was the first woman treasurer of the United States? How many treasurers since then have been women?

5. Whose picture is on the modern \$1,000 bill? That answer undoubtedly will surprise you. Now, quick, without checking your wallet, whose face is on the following bills: \$1, \$2, \$5, \$10, \$20, \$50 and \$100?

6. Who is considered the father of the security engraving industry in the United States?

7. What did Chief John Big Tree do with United States currency?

8. When and where were playing cards used as money?

9. What design did Benjamin Franklin adapt to paper money to discourage counterfeiting?

10. About how long does a dollar normally circulate before it is out?

Answers On Page 8

without a building on the reverse side; it has the word "one" spelled out.

✓ The paper is wrong and, therefore, doesn't "feel" right.

✓ The printing is wrong. The government uses intaglio printing, where the ink is raised above the paper; counterfeiters rarely can duplicate the process.

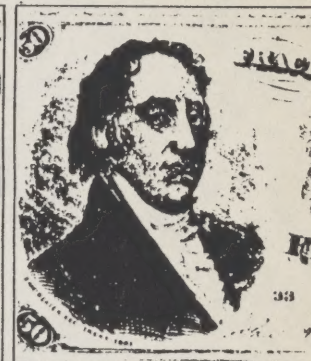
The government has other secrets that make life difficult for counterfeiters. It uses magnetized ink, places colored fibers in the paper along with scannable bar designs and very fanciful machine engraving. The idea is to make the bill as complex as possible.

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The faces of only two specific women have ever appeared on American paper money. Martha Washington was placed on the \$1 silver certificate in 1886. Pocahontas



That's the genuine Sam Dexter, secretary of the Treasury in 1801, on the 50-cent bill on the left. He looks a little less pleasant on the counterfeit 50-cent bill on the right.



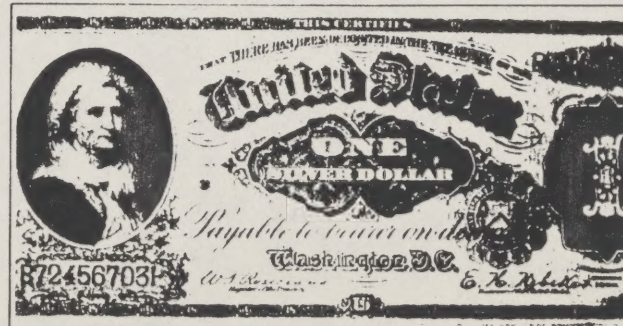
appeared on the \$10 U.S. National Bank note from 1864 to 1875.

Suffragette Susan B. Anthony is the only famous woman to appear on an American coin that was not a commemorative, although stylized female figures have been used.

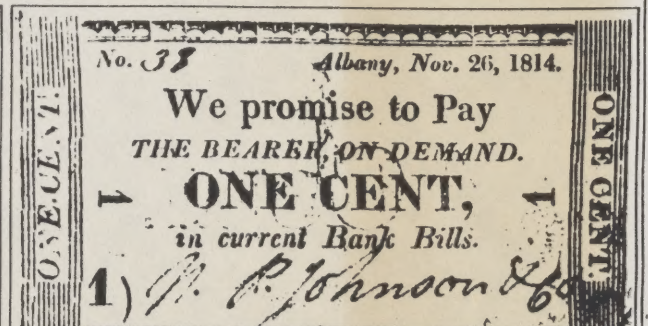
While famous women's faces haven't been prominently displayed on American currency, the U.S. Treasury was the first government agency to hire women, to prepare and count money in the Mint.

One woman employee of the U.S. Department of the Treasury carved her own special niche. Mrs. Willard A. Leonard was hired by the Treasury in 1864 as chief counterfeit detector. Because she never made an error in counterfeit detection during her 41 years in the Treasury, Mrs. Leonard was known as the "female Sherlock Holmes."

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Only two specific women have ever appeared on American paper money. Martha Washington graced the \$1 silver certificate (above) in 1886. Pocahontas was on a \$10 bank note.



During the War of 1812, Americans hoarded coins, causing the government to issue paper fractional money, like this paper "penny."



# Answers

Although the Declaration of Independence was approved in July of 1776 and the U.S. Constitution was declared in effect in 1789, it was not until 1793 that the United States adopted dollars and cents as the only currency of the new nation.

The silver dollars were coined in the United States in 1804, but U.S. mint officials surreptitiously struck 1804 silver dollars in 1834. In effect, the coins were counterfeit.

The dollar sign (\$) was developed in the 18th century in the Western Hemisphere from the Spanish peso or piece of eight real. Originally, it was a P with one or two vertical lines through it. Later the P was changed to an S, probably for Spanish. The S represents the Pillars of Hercules, or the Strait of Gibraltar.

4. Georgia Neese Clark, in 1949, was the first woman to be named Treasurer of the United States. There have been eight treasurers since then, all of them women.

5. Grover Cleveland appears on the modern \$1,000 bill, which no longer is printed. You will find the following people on the following bills: \$1, George Washington; \$2, Thomas Jefferson; \$5, Abraham Lincoln; \$10, James Madison; \$20, Andrew Jackson; \$50, Ulysses Grant; \$100, Benjamin Franklin.

6. Although more famous for his midnight ride, Paul Revere is considered the father of security engraving in this country.

7. The forehead and nose of Chief John Big Tree, an Iroquois, were copied for the Indian head nickel.

8. Because of a shortage of French currency in the Canadian colonies, playing cards were used as money, beginning in 1685. Each card was marked with a certain value and signed by the French colonial governor. By the time "real" money arrived, the colonists were so accustomed to using the cards that they were issued for more than 70 years.

9. Benjamin Franklin, who alone or with a partner printed all the Pennsylvania colonial paper money from 1731 to 1764, took intricate designs from nature, such as the veins of living leaves, and printed them on his money.

10. "You'll find (dollar bills) dirtier than they ever were before," Eric Newman says. A dollar bill used to be considered worn out after about 18 months in circulation, but the period is a little longer these days. Coins will last about 20 years without too much wear.

Numismatics is the study of money. The word derives from the Greek word, "numisma," meaning currency or custom.

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While the rest of American money transactions operate on the decimal system, the stock market does not. Shares always are negotiated in 1/8 dollar differentials, which came originally from use of the Spanish dollar of eight reales as the money base. The same is true of bonds, which trade in thirty-seconds of a dollar.

The Spanish dollar also gave us the term "two-bits" for a quarter. The Spanish dollar was a round coin, sometimes cut into eight pie-shaped segments. Each segment was a bit. Two bits equalled a quarter of a dollar.

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"The safest way to double your money is to fold it over once and put it in your pocket." — Frank McKinney Hubbard

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When the Civil War was over, Confederate bills weren't worth the paper they were printed on. That's not necessarily true today. Some of the common issue bills still are virtually worthless, but a genuine thousand dollar Confederate bill is worth several thousand dollars today.

Old standard size silver dollars often are worth ten times their face value today, which simply shows that one can make money by saving money, even if it's buried in the backyard.

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The barter system came first. That led to bookkeeping. Bookkeeping led to money. Money led to checks.

In pre-banking days, people took their coins to someone, usually a local merchant, to hold for safekeeping. The merchant would issue a receipt for the coins, sometimes paying interest on the money he kept on hand. Often, the person had an account with the merchant, drawing goods against his supply of coins. The Rothschilds got rich playing the merchant's role.

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The word "dollar" came from the German word "thaler," which means "valley." Large coins were minted in Joachimthal in Austria and the coins were named for the production site. People eventually dropped Joachim from the name and, still later, changed the pronunciation of thaler to "daler," (the Swedish word) and to the Spanish dollar (the price of eight), which was the basis for the United States dollar.

Today, German currency is called a mark. In France, it is a franc; in England, a pound; in Russia, a ruble; in Italy, a lire. Anyone who has traveled to Europe probably already knows that.

But did you know that in Honduras, the dollar is a limpera; in Thailand, a bat; in Ghana, a cedi; in South Africa, a rand, and in Morocco, a dirham?

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"When I was young I thought that money was the most important thing in life; now that I am old, I know that it is." — Oscar Wilde

When money is worn out today, it is disposed of by Federal Reserve banks. The money is shredded and usually sold or used for novelties. Entrepreneurs fill pillows with the shreds, fill plastic souvenirs with the shreds and more.

At one time, old money was simply burned. In the

last century, it sometimes was shredded, boiled, then molded into shapes to be sold as souvenirs at the Bureau of Engraving.

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## MONEY

Continued from Page 7

We may say today that something is as phony as a \$3 bill, but \$3 bills were common currency in this country until the Civil War. In fact, in 1815, because of the expenses incurred in the War of 1812, the \$3 bill was the lowest denomination of paper money issued by the U.S. government at that time.

In 1864, the Comptroller of Currency ordered that National Bank currency be made in \$1, \$2, \$3 and \$5 denominations, but the \$3 denomination wasn't needed and, therefore, was never printed.

As a result, humorous advertisements appeared involving the \$3 bill. Novelty \$3 handbills promoted everything from True's Harness Oil Blacking to Vorodyne Pain and Ache Cure. It wasn't until close to the turn of the century, however, that people began using the phrase "phony as a \$3 bill."

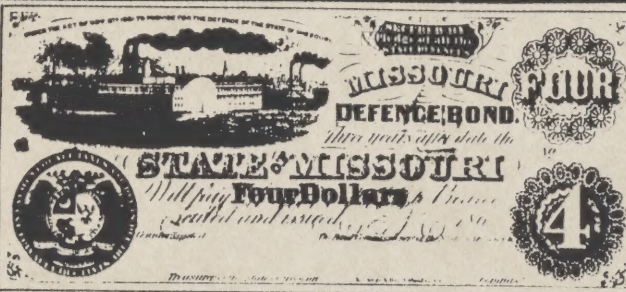
The South's nickname of "Dixie" originally had nothing to do with the Mason-Dixon line. It comes from the French word for "dix," meaning ten. People were bilingual in Louisiana's early days, so the Citizen's Bank of Louisiana displayed the denomination as "dix" as well as "ten" on bills. Those bills became known as "Dixies" and, before long, primarily due to Dan Emmett's song, "Dixie", the South became known as "Dixieland."

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"It's kind of spiritual snobbery that makes people think they can be happy without money." — Albert Camus

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Although the Chinese used black print on bluish mulberry bark paper, other early money was simply black printing on white paper. The first green American dollars — called "greenbacks" — weren't printed until 1861, but U.S. paper money has been green on the back ever since. Green was an available color that couldn't



In the days before the Civil War, the federal government wasn't the only issuer of money. This \$4 bill is a fine example of Missouri currency.

be easily fiddled with and would not fade, except on long exposure to sunlight.

Originally, most money had printing only on one side, but the United States has been producing money printed on both sides since 1775.

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The Civil War made a great difference in the monetary practices of the United States. Not only did the \$3 bill disappear after the war, but post-Civil War money was federally controlled and state banks no longer were allowed to issue money on their own.

Although all bills since the Civil War, whether for \$1 or \$1,000, have to be the same size, the shrinking dollar isn't a new thing. All bills were made smaller in 1928 so they would be more convenient for the public.

Many foreign countries use bigger notes for bigger denominations. Other countries use different colors for different denominations. The American theory is that people should

look carefully at the portraits and counters (numbers) on the bills.

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"One of the benefits of inflation is that kids can no longer get sick on a nickel's worth of candy." — Journeyman Barber magazine

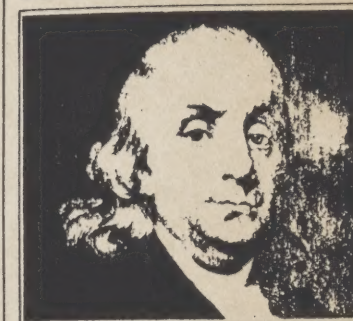
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George Washington would not allow his face to appear on American coins when he became President. Because of that, no living American appeared on bills until Abraham Lincoln's face was printed on \$10 notes in 1861.

Soon, government officers' pictures were appearing on a variety of small change denominations. It was a nice ego trip for the politicians, who had more bills than usual to play with during the period between 1863 and 1875. Coins were being hoarded, so the government issued fractional paper currency, valued at five cents, 10 cents, 15 cents, a quarter and so on.

## MONEY

Continued from Page 9



Benjamin Franklin played an important role in the early development of American money. As might be expected, he wanted pithy sayings on his currency.

It was Benjamin Franklin — of course — who suggested the United States put pithy sayings on its currency. In fact, Franklin chose the saying that appeared on the first U.S. coin, minted in 1787. It was "Time flies so mind your business."

"E Pluribus Unum" (one out of many) appears on the reverse side of many U.S. coins. It first appeared on New Jersey coins in 1786.

It was a minister who first suggested "In God We Trust" be added to American money. The motto was placed on a 2-cent coin in 1864 and promptly worked its way onto other coins. In 1955, Congress passed a law requiring that all U.S. coins and paper money carry the motto, but it didn't appear on the \$1 bill until 1957.

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"If a man runs after money, he's money-mad; if he keeps it, he's a capitalist; if he spends it, he's a playboy; if he doesn't get it, he's a ne'er-do-well; if he doesn't try to get it, he lacks ambition. If he gets it without working for it, he's a parasite; and if he accumulates it after a lifetime of hard work, people call him a fool who never got anything out of life." — Vic Oliver

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Or put another way: "Money can't buy happiness, but it can buy you the kind of misery you prefer." □



A \$3 bill printed today is sure to be a phony, but it wasn't always so. Three dollars was a common denomination of currency before the Civil War. This 1860 bill from Alabama is a good example.